OMB 3048-0013
Expires 08/31/2022

EXIM
EXPORT-IMPORT BANK OF THE UNITED STATES

Export-Import Bank of the United States

APPLICATION FOR LONG-TERM LOAN OR GUARANTEE

This application is to be used for direct loan and guarantee transactions with financed amounts over $10 million (excluding financed premium), typically with tenors over seven years. It may also be used for certain EXIM products and programs regardless of transaction size or tenor including: Large Aircraft, Limited Recourse and Structured Financing, and Tied Aid. (To request a Credit Guarantee Facility, please complete the Medium-Term application.)

Additional information on how to apply for EXIM long-term loans and guarantees can be found at EXIM's web site **http://exim.gov/tools-for-exporters//applications-forms**

Send this completed application to EXIM, 811 Vermont Avenue, NW, Washington, DC 20571. EXIM will also accept e-mailed PDF applications. Please note that applications must be PDF scans of original applications and all required application attachments. (e-mail **exim.applications@exim.gov**). Hard copies of required supporting documentation may still be required for limited recourse and structured financing requests.

APPLICATION FORM

1. COMMITMENT OR FINANCING TYPE REQUESTED

A. Product

☐ Comprehensive Guarantee

☐ Political Risk Guarantee

☐ Direct Loan

☐ Preliminary Commitment - See Preliminary Commitment Fact Sheet for eligibility criteria. A justification for a Preliminary Commitment is to be attached. (**https://www.exim.gov/tools-for-exporters/applications-forms**)

B Conversion of a Preliminary Commitment or a Letter of Interest

☐ No ☐ Yes. The EXIM reference number is: _____

C. Resubmission ☐ Check if this is a resubmission of an application that was previously deemed incomplete or was withdrawn for other reasons. The EXIM reference number is: _____

2. PARTICIPANTS:

Items marked with an asterisk (*) are required fields. Under corporate ownership, provide name of ultimate parent company, if there is a corporate owner. For number of employees and sales volume, aggregate for the company and all its affiliates[2], including corporate owners and subsidiaries.

*** Applicant Legal Name:**		Duns #:
Tradestyle:		Taxpayer ID#:
*Business Address:		Country:
*City:	*State:	*Zip + 4:
*Corporate Ownership:		* Primary Industry NAICS[1]:
* Does the Applicant have any affiliates[2]?	Yes ☐	No ☐
*Total Number of Employees:	*Annual Sales Volume:	
Contact Person:	Email:	
Position Title:	Phone:	Fax:

[1] A company's Primary Industry NAICS code is the NAICS that accounts for the largest share of sales for the most recently completed fiscal year. The full definition of "primary industry" is set forth at 13 C.F.R. § 121.107.

[2] Affiliations exist when one individual or entity controls or has the power to control another or when a third party or parties control or have the power to control both. Factors such as common ownership, common management, previous relationships with or ties to another entity, and contractual relationships may cause affiliation. The complete definition of affiliation is found at 13 C.F.R. § 121.103.

*Minority-owned business:	Yes ☐	No ☐	Decline to Answer ☐
*Woman-owned business:	Yes ☐	No ☐	Decline to Answer ☐
*Veteran-owned business:	Yes ☐	No ☐	Decline to Answer ☐

Applicant's role in the transaction: ☐ exporter ☐ buyer/ borrower ☐ lender (if lender is applicant, lenders mandate must be attached)
Primary contact point for EXIM inquiries on this transaction: ☐ exporter ☐ lender ☐ borrower

Exporter. The exporter is the U.S. entity that contracts with the buyer for the sale of the U.S. goods and services.

☐ Check if the exporter is the applicant. Otherwise, complete the information below for each exporter, including ancillary service providers.

Items marked with an asterisk (*) are required fields. Under corporate ownership, provide name of ultimate parent company, if there is a corporate owner. For number of employees and sales volume, aggregate for the company and all its affiliates[2], including corporate owners and subsidiaries.

***Exporter Legal Name:**		Duns #:
Tradestyle:		Taxpayer ID#:
*Business Address:		Country:
*City:	*State:	*Zip + 4:
*Corporate Ownership:		* Primary Industry NAICS[1]:
* Does the exporter have any affiliates[2]? Yes ☐ No ☐		
*Total Number of Employees:	*Annual Sales Volume:	
Contact Person:	Email:	
Position Title:	Phone:	Fax:

*Minority-owned business:	Yes ☐	No ☐	Decline to Answer ☐
*Woman-owned business:	Yes ☐	No ☐	Decline to Answer ☐
*Veteran-owned business:	Yes ☐	No ☐	Decline to Answer ☐

Supplier. The supplier is the U.S. company that manufactures the goods and/or performs the services to be exported.

☐ Check if the supplier is also the exporter. Otherwise, complete the information below for each supplier, including ancillary service providers.

Items marked with an asterisk (*) are required fields. Under corporate ownership, provide name of ultimate parent company, if there is a corporate owner. For number of employees and sales volume, aggregate for the company and all its affiliates[2], including corporate owners and subsidiaries.

***Supplier Legal Name:**		Duns #:
Tradestyle:		Taxpayer ID#:
*Business Address:		Country:
*City:	*State:	*Zip + 4:
*Corporate Ownership:		* Primary Industry NAICS[1]:
*Does the supplier have any affiliates[2]? Yes ☐ No ☐		
*Total Number of Employees:	*Annual Sales Volume:	
Contact Person:	Email:	
Position Title:	Phone:	Fax:

*Minority-owned business:	Yes ☐	No ☐	Decline to Answer ☐
*Woman-owned business:	Yes ☐	No ☐	Decline to Answer ☐
*Veteran-owned business:	Yes ☐	No ☐	Decline to Answer ☐

[1] A company's Primary Industry NAICS code is the NAICS that accounts for the largest share of sales for the most recently completed fiscal year. The full definition of "primary industry" is set forth at 13 C.F.R. § 121.107.

[2] Affiliations exist when one individual or entity controls or has the power to control another or when a third party or parties control or have the power to control both. Factors such as common ownership, common management, previous relationships with or ties to another entity, and contractual relationships may cause affiliation. The complete definition of affiliation is found at 13 C.F.R. § 121.103.

Borrower. The borrower is the entity that agrees to repay the loan.

☐ Check if the borrower is the applicant. If not, complete the information below.

Borrower name: _____ Duns #: _____

Contact person: _____ Phone #: _____

Position title: _____ Fax #: _____

Business address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Taxpayer ID #: _____

Country: _____

Guarantor. The guarantor is the person or entity that agrees to repay the credit if the borrower does not.

Complete the information below for each guarantor if a guarantor is offered or required.

Guarantor name: _____ Duns #: _____

Contact person: _____ Phone #: _____

Position title: _____ Fax #: _____

Business address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

Buyer. The buyer is the entity that contracts with the exporter for the purchase of the U.S. goods and services.

Check if the buyer is also the ☐ borrower or ☐ guarantor. Otherwise, complete the information below.

Buyer name: _____ Duns #: _____

Contact person: _____ Phone #: _____

Position title: _____ Fax #: _____

Business address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

End-user. The end-user is the foreign entity that uses the U.S. goods and services.

Check if the end-user is also the ☐ borrower or ☐ guarantor or ☐ buyer. Otherwise, complete the information below.

End-user name: _____ Duns #: _____

Contact person: _____ Phone #: _____

Position title: _____ Fax #: _____

Business address: _____ E-mail: _____

City: _____ State/Province: _____ Postal code: _____

Country: _____

Lender. The lender is the company that extends the EXIM guaranteed or insured loan to the Borrower.

Check if the lender is also the ☐ applicant. Otherwise, complete the information below.

Lender name: _____ Duns# _____ MGA #: _____

Contact person: _____ Phone #: _____

Position title: _____ Fax #: _____

Business address: _____ E-mail: _____

City: _____ State/Province: _____ Nine digit zip code: _____

Country: _____

Controlling Sponsor. The controlling sponsor is a person providing controlling direct private equity investment (excluding investments made through publicly held investment funds, publicly held securities, public offerings, or similar market vehicles) in connection with a financing.

Check if the Controlling Sponsor is the ☐ applicant. Otherwise, complete the information below..

Sponsor Name: _____ Duns #: _____

Contact person: _____ Phone #: _____

Position title: _____ Fax #: _____

Business address: _____ E-mail: _____

City: _____ State/Province: _____ Nine digit zip code: _____

Country:

_____

3. DETAILS OF COVERAGE REQUESTED

A. Special Features Requested

Check the boxes for the coverage that apply to the transaction. View the fact sheets describing the coverage on EXIM's web site as noted below. Complete and attach the requested forms.

☐ Large Aircraft *Attachment A required*	☐ Project Finance *Attachment F required*	☐ Structured Finance *Attachment G required*
☐ Foreign Currency Guarantee (specify currency) _____ **http://exim.gov/what-we-do/loan-guarantee/foreign_currency-guarantee**	☐ Local Cost Support **http://exim.gov/policies/local_cost**	☐ Co-Financing with Foreign Export Credit Agency *Attachment H required*
☐ Used Equipment *Attachment E required* **http://exim.gov/policies/used-equipment**	☐ Nuclear **http://exim.gov/policies/ex-im-bank-and-the-environment/international-environmental-and social-guidelines**	☐ Environmental Exports Program **http://exim.gov/about/special-initiatives/environment**
☐ Ancillary Service Fees http://exim.gov/sites/default/files/forms/ebd-m-13.pdf		☐ Capitalization of Interest During Construction
☐ Tied Aid Program *Attachment C required*	☐ Finance Lease Structure **http://exim.gov/what-we-do/finance-lease-guarantee**	☐ Military/Security/Police **http://exim.gov/policies/military**
☐ Other _____	☐ Other _____	☐ Other _____

4. TRANSACTION DESCRIPTION

a) Describe Goods and Services. Include make, model, manufacturer/supplier, NAICS of goods and services, number of units, values, and estimated U.S. and foreign content.

_____
_____

b) Describe the purpose of the transaction. Include answers to the following: Will the goods be used to create or expand produc- tion capacity for an exportable product? Are the goods and services destined for an identifiable project? If so, provide information on the total estimated project cost in US dollars. Also provide information as to other sources of financing for the project, including working capital.

_____
_____

c) Indicate whether an application for support of this export contract or a related project has been filed with the Agency for International Development, Maritime Administration, Overseas Private Investment Corporation, Trade Development Agency or a multilateral financing agency. If so, include a brief description of the additional support.

_____
_____

5. REQUESTED FINANCING AMOUNTS AND STRUCTURE

EXIM support is based on the value of the eligible goods and services in the exporter's supply contract(s) or purchase order(s). The total level of support will be the lesser of: 85% of the value of all eligible goods and services; or 100% of the U.S. content included in all eligible goods and services in the exporter's supply contracts. In addition, EXIM may also finance certain local costs, ancillary services as approved, and the exposure fee/premium. Fill out the chart below to determine estimated eligible amounts.

		Definition	US$
A	Supply Contracts or Purchase Orders	The aggregate price of all goods and services in all the supply contract(s) or purchase order(s), including local costs, ancillary services, and excluded goods and services. Break out ancillary services in Aii.	Ai _____ Aii _____
B	Excluded Goods and Services	The aggregate price of all goods and services that are not eligible for or are excluded from EXIM support (e.g. goods not shipped from the U.S. and excluded ancillary services). Local costs should not be included in this line.	_____
C	Total Local Costs	The aggregate price of all goods originated/manufactured in the Purchaser's country and all services provided by residents purchaser's country. EXIM may be able to finance these amounts up to 30% of D below.	_____
D	Net Contract Price	A minus B minus C	_____
E	Eligible Foreign content	The aggregate cost of any goods (or components thereof) produced or manufactured outside the U.S, or services provided by third country personnel, foreign freight costs and foreign insurance included in the net contract price (line D), (e.g. foreign items exported from the US)	_____
F	U.S. Content	D minus E	_____
G	Cash Payment	This amount must be the greater of E or 15% of D	_____
H	Local Cost Financing Requested	This can be no more than 30% of D	_____
I	**Financed Amount Requested** (Excluding Exposure Fee)	D minus G plus H	_____

A. Exposure Fee. Check one box.

- ☐ EXIM to finance the fee, which will be paid as the credit is drawn down.
- ☐ EXIM to finance the fee, which will be paid up front.
- ☐ EXIM will not finance the fee, and it will be paid as the credit is drawn down.
- ☐ EXIM will not finance the fee, and it will be paid up front.

B. Transaction Structure.

i. **Principal Repayment Term.** _____(years). Unless otherwise requested, equal installments of principal will be repaid semi-annually beginning six months after the starting point.

ii Starting Point. The starting point is generally the event that marks the fulfillment of the exporter's contractual responsibility. See EXIM's fact sheets on starting points and reach-back policies at **www.exim.gov**. (Check one box.)

- ☐ Shipment (single shipment)
- ☐ Final Shipment (multiple shipments)
- ☐ Mean Shipment (multiple shipments)
- ☐ Other
- ☐ Services Completion.
- ☐ Completion of Installation. Specify date: _____
- ☐ Project Completion. Specify date: _____

iii Shipment Period. Shipments will be completed and/or services will be performed from: [ ] (month/year) to [ ] (month/year) excluding any acceptance, retention, or warranty period.

iv. Interest rate.
The interest rate to be charged on the guaranteed loan is: _____

6. REASON FOR REQUESTING EXIM SUPPORT.

The basic rationale for EXIM support is that the export of U.S. goods and services needs financing but there are one or more obstacles to obtaining such financing. Please check all the boxes below that apply to this transaction, to the best of your knowledge. Please also check the appropriate box to indicate which factor is most important.

a) Export-credit competition. Most Important? ☐

Are any non-U.S. companies competing for this sale?

Yes ☐ No ☐ Don't Know ☐

If yes, please identity non-U.S. competitor: _____

If yes, is the non-U.S. competitor receiving support from any export credit agency for this sale?

Yes ☐ No ☐

If yes, please list the export credit agency: _____

b) Structural-constraints. Most Important? ☐

Is commercial financing for this sale limited by bank requirements (such as maturity limits or capacity limits on the borrower, industry or country)?

Yes ☐ No ☐ Don't Know ☐

If yes, are the relevant limits related to risk or liquidity?

Yes ☐ No ☐ Other ☐ _____

c) Risk constraints Most Important? ☐

Is commercial financing for this sale limited because providers of commercial financings are unwilling or unable to accept the commercial and/or political risks of the borrower or the country?

Yes ☐ No ☐ Don't Know ☐

If yes, what risks are creating the limitation?

Yes ☐ No ☐ Other ☐ _____

d) Other. Most Important? ☐

Is commercial financing for this sale limited because of other considerations?

Yes ☐ No ☐ Don't Know ☐

If yes, please describe: _____

7. CREDIT INFORMATION

The credit information outlined in the following is attached.

- ☐ Large Aircraft (*Attachment A)*
- ☐ Long-Term and Structured Transactions (*Attachment G)*
- ☐ Limited Recourse Project Finance (*Attachment F)*

8. OTHER INFORMATION AND CERTIFICATIONS

A. General Information - Provide the following:

- ☐ Credit Agency report(s) on the exporter(s). If exporter has a credit rating of BBB or better, this is not required.
- ☐ Annex A to the Master Guarantee Agreement (Guarantees only) at **https://www.exim.gov/sites/default/files//forms/mtmgaannexes.pdf**
- ☐ Lender's mandate letter (required when applicant is a financial institution).
- ☐ Environmental Screening (attachment B).

B. Supply Contracts Between the Exporter and Buyer.

- ☐ Sales contract(s), pro forma invoice(s), or purchase order(s) are attached.
- ☐ No contract is attached. (Project Finance and Preliminary Commitments only)

C. Commitment Fee Agreement.

A commitment fee accrues starting 60 days after the authorization of a final commitment and is payable semiannually in arrears on a schedule determined at the time of authorization. The commitment fee is 1/8 of 1% per annum on the un-disbursed and un-cancelled balance of a guaranteed loan or 1/2 of 1% per annum for a direct loan. Choose one of the options below regarding the payment of the commitment fee:

- ☐ The applicant is the borrower, and by signing the application, is irrevocably committing to pay the commitment fee.
- ☐ The applicant is the guaranteed lender, and is (check one):
  - ☐ signing the application which irrevocably commits it to pay the fee, or
  - ☐ signing the application and enclosing with it an EXIM standard form fee letter from the borrower (at **https://www.exim.gov/sites/default/files/forms/mtmgaannexes.pdf**). This letter irrevocably commits the borrower to pay the fee.
- ☐ The applicant is the exporter, and is signing the application and enclosing with it an Ex-Im Bank standard form fee letter from the ☐ borrower or ☐ guaranteed lender (at **https://www.exim.gov/sites/default/files/forms/mtmgaannexes.pdf**). This letter irrevocably commits the borrower or guaranteed lender to pay the fee.

D. Anti-Lobbying Disclosure Form

Please refer to the Anti-Lobbying Declaration/Disclosure forms (see Attachment D) and include a signed copy of the appropriate form(s) with your application.

LONG-TERM LOAN OR GUARANTEE APPLICATION ATTACHMENTS

Attachment A (Form EIB 95-10a): Large Aircraft Transactions

Attachment B (Form EIB 95-10b): Environmental Screening Document

Attachment C (Form EIB 95-10c): Tied Aid Capital Project Fund

Attachment D (Form EIB 95-10d): Anti-lobbying Declaration/Disclosure

Attachment E (Form EIB 11-03): Used Equipment Questionnaire

Attachment F (Form EIB 95-10f): Project and Structured Finance

Attachment G (Form EIB 95-10g): Credit Information

Attachment H (Form EIB 11-04): Co-financing with Foreign Export Credit Agency

CERTIFICATIONS AND SIGNATURE

Please refer to the "Standard Certifications and Covenants for EXIM Applications" set forth in Form EIB 18-CN, posted on the EXIM website at https://www.exim.gov/tools-for-exporters/applications-forms/complete-list (the "Standard Certifications"). **THE STANDARD CERTIFICATIONS ARE INCORPORATED INTO THIS APPLICATION AS IF FULLY AND DIRECTLY SET FORTH HEREIN**. When signing this application in the space provided below, the undersigned authorized officer signing on the applicant's behalf certifies and represents that he or she is fully authorized to sign on the applicant's behalf, and that **HE OR SHE HAS READ** the Standard Certifications referenced above **AND IS CERTIFYING AND COVENANTING**, as appropriate, to all of the certifications, acknowledgments and covenants set forth in the Standard Certifications.

Applicant further certifies that the representations made and the facts stated in this application and its attachments **are true and Applicant has not misrepresented or omitted any material facts**. Applicant further covenants that if any statement set forth in this application or in the Standard Certifications, becomes untrue, or is discovered to have been untrue when made, Applicant will promptly inform EXIM of all such changes or discoveries. Applicant further understands that in accepting or approving this application, EXIM is relying upon Applicant's statements set forth in the application and in the Standard Certifications, and all statements and certifications to EXIM are subject to the penalties for false or misleading statements to the U.S. Government (18 USC § 1001, et. seq.).

I,_____, do hereby certify that I am the duly appointed and qualified _____
(Title)

of_____and that as such I am authorized to execute this application
(Name of Applicant)

on behalf of_____.
(Name of Applicant)

In witness whereof, I have hereunto signed my name this_____day of_____. 20_____.

NOTICES

The applicant is hereby notified that information requested by this application is done so under authority of the Export-Import Bank Act of 1945, as amended (12 USC 635 et. seq.); provision of this information is mandatory and failure to provide the requested information may result in EXIM being unable to determine eligibility for support. If any of the information provided in this application changes in any material way or if any of the certifications made herein become untrue, the applicant must promptly inform EXIM of such changes. The information provided will be reviewed to determine the participants' ability to perform and pay under the transaction referenced in this application. EXIM may not require the information and applicants are not required to provide information requested in this application unless a currently valid OMB control number is displayed on this form (see upper right of each page). EXIM reserves the right to decline to process or to discontinue processing of an application.

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